NAPOLEON GRAY

NAPOLEON GRAY

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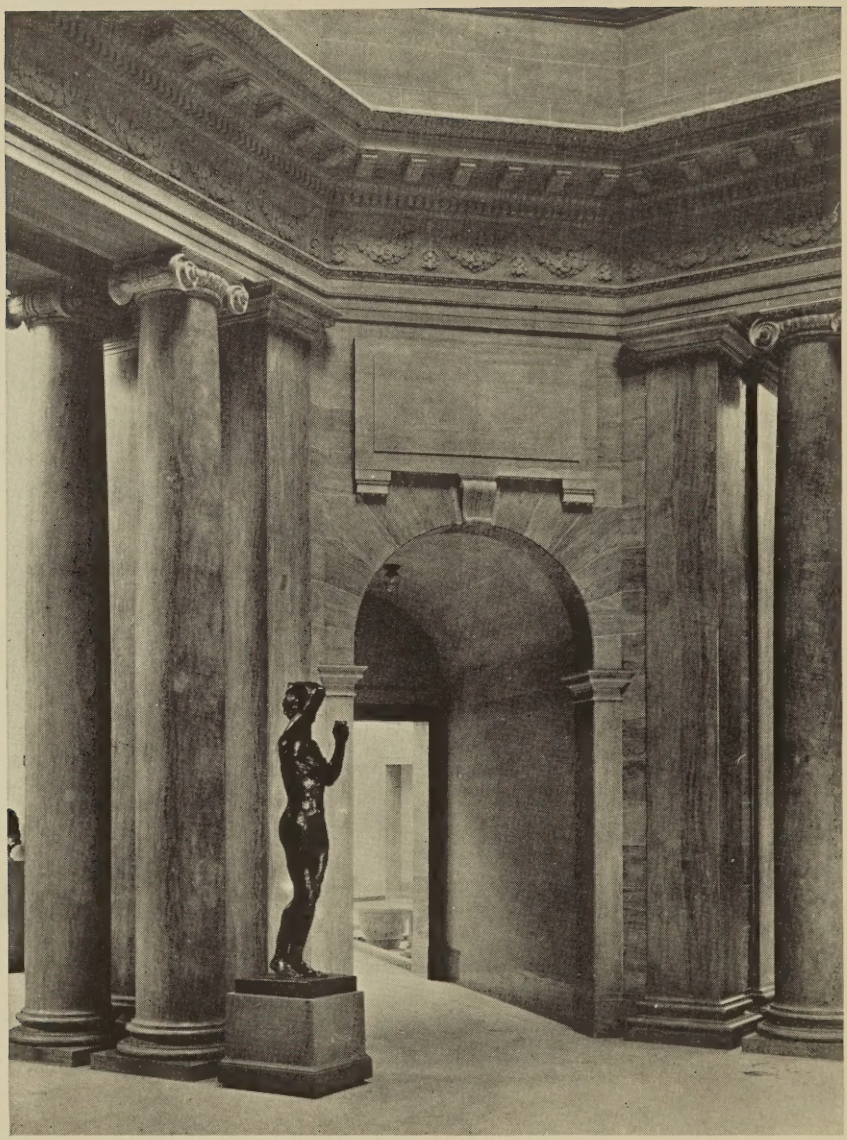
marble and stone, Registra-
tion No. 107373



The rotunda of the California Palace of the Legion of Honor, San Francisco. The columns and pilasters are monoliths approximately 15 feet 2 inches high. All visible marble was executed in Napoleon Gray. George A. Applegarth, of San Francisco, was the architect. Marble Manufacturers, Jos. Musto Sons-Keenan Co and American Marble and Mosaic Co., both of San Francisco.

NAPOLEON GRAY

AN ADAPTABLE MARBLE

PHENIX MARBLE COMPANY

KANSAS CITY MISSOURI

PRODUCERS

TOMPKINS-KIEL MARBLE COMPANY

NEW YORK CITY NEW YORK

DISTRIBUTORS

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KANSAS CITY, MO.

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FOREWORD

SOMETHING more than mere selfishness of purpose prompts the publication of this volume.

In answer to the demand of an awakening public interest, incident to the universal adaptability of marble, this printment has been compiled.

The advantages of marble generally, and of "Phenix Napoleon Gray" in particular, are illustrated in the following pages. Naturally, these advantages have their first application to the work of the architect and builder.

It is of more than passing interest to note that while the virtues of marble were recognized by the artisans of the pre-Christian era, it has remained for the architects and builders of today to aptly sense the almost limitless possibilities of this "Stone of Ages," as they severally apply to the many practical structural and decorative purposes not dreamed of in the long ago.

It is, therefore, the mission of this little volume to point out, mostly by pictorial presentation of existing work, the varied and adaptable possibilities of "Napoleon Gray Marble."

If we can but impress upon the mind of the reader a single salient thought, with regard to our product, we shall feel amply repaid for our effort. That one thought is the all-inclusive *adaptability* of "Napoleon Gray Marble."

Hastings Simpson

The Adaptability *of* Napoleon Gray Marble

An Ancient Stone

FROM legendary times, marble has been used by man whenever he built for beauty and durability. This natural material, which owes its existence to those early and primitive forms of life which disappeared long before the advent of mankind himself upon the earth, was employed by the early Hindus, Greeks and Romans for their temples and tombs, their buildings of state and even for their dwellings. Many of the mediæval churches and, later, the splendid palaces of the Renaissance and the wonderful mosques and memorials of the land of the Taj Mahal were wrought of gleaming marble. Today, the nations of the world are perpetuating the memories of the World War in structures of this noble stone.

The Qualities of Marble

Ranking next to the precious stones, the beauty of marble has always been appreciated. It possesses other qualities, however, which make it the noblest of building material. Its durability, its heat-resisting and weathering qualities, its crushing strength, its availability, its ease of cleaning, its light-radiation—all of these give to it outstanding advantages that inevitably attract the attention of the architect in his search for a medium that combines utility and charm—the two qualities necessary for universal adaptability.

There are, unfortunately, certain marbles which are only suitable for limited purposes; and these, when used outside their logical sphere, often prove disappointing. It is all the more striking, then, to be able to offer to the trade a marble such as Napoleon Gray—a marble so replete with possibilities and so

fully measuring up to the standards established by the most critical, that it is rapidly finding a place in the specifications of buildings of every type and section.

An All-purpose Marble

This material is an all-purpose marble, adaptable to every use to which marble may be put, and in many instances superior to those other marbles which it has been customary in the past to specify for certain specific purposes. In color it is an exquisitely soft gray, rich in tone, pleasing in appearance, with enough variation to rest the eye and the mind—and therefore never becoming tiresome. The veining is such as to add character and matching qualities unobtainable in any monotone material.

It is practically non-absorbent, and therefore not only free from the possibility of staining or discoloration, but remarkably durable as an exterior marble. The effect of rain is that of a continual cleansing. Its high transverse and crushing strength makes it adaptable for use in conjunction with other materials and assures its permanency and wearing qualities.

Special Advantages

It is unusually sound in texture, a strong fault-free marble of great beauty, with just enough variation in color to make it popular as an interior finish. It can be carved to the most intricate patterns, and its

Napoleon Gray walls in trading room, New York Stock Exchange, New York City. Trowbridge & Livingston, New York, Architects; Wm. Bradley & Son, Long Island City, Marble Contractors.

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adaptability for tracery, mouldings and finish affords an unlimited scope for architectural design and color value. As a floor tile it has proved highly satisfactory under the most severe tests for wear and structural value, and the non-slip quality affords security and safety under all conditions of use. For hospitals, where sanitation and cleanliness must be thoroughly considered, it is the ideal material.

It is used extensively in banks, for screens, floors and wainscoting; for corridors of office buildings, and lavatories and shower baths of every type; and for bases and counters in retail stores, lunch rooms and soda fountains. Normal discoloration and ordinary pencil writing on this class of work do not show because of the neutral gray color.

Quantity Production

Napoleon Gray marble may be secured in sound large-sized blocks and slabs in any quantity and without delay. This makes it particularly desirable for wainscoting, toilet partitions and work of a character where economy must be considered. With many large stocks carried on hand in various sections of the country, the architect who specifies Napoleon Gray is assured prompt delivery in quantities sufficient to fill the largest contracts. The unusual uniformity in color,

Napoleon Gray wainscot and bank screen, Peters National Bank & Peters Trust Co., Omaha, Neb. John Latenser & Sons, Omaha, Architects; Sunderland Bros. Co., Omaha, Marble Contractors.

veining and textures in all blocks produced, assures the buyer of his ability to secure a like material for any future extensions, repairs or additions. For the marble manufacturer it reduces waste to a minimum.

Easily cut; a Dielectric

Napoleon Gray is a free cutting, easy working marble, requiring minimum equipment — features that make it attractive to the small operator. It will receive a very high polish, with a consequent fine reflective value. The material is easily drilled, and the absence of sulphur, iron and other mineral matter in its composition makes it a dielectric of superior quality, and therefore very desirable for switchboard work.

A Rich Combination

Combined with brick, it furnishes a combination that is both attractive and economical. Many such brick structures, trimmed with Napoleon Gray, have been erected in all parts of the United States; and dwellings of "all-over" Napoleon Gray are to be seen in equally large numbers.

Napoleon Gray is the product of the Phenix Marble Company exclusively. No other quarries except those at Phenix in Greene County, Missouri, produce this material—and all of these Phenix quarries are owned by this one company. Both the name "Napoleon Gray" and the Diamond N ( ) trade-mark are protected by Government Registration.

The marble throughout the Greely Arcade Building in New York City is Napoleon Gray. George and Edward Blum, New York, Architects; Marble Contractor, Traitel Marble Co., Long Island City.

THE illustrations on the following eleven pages give a general idea of the effects achieved by the use of Napoleon Gray marble for

EXTERIORS.

Whether for residences, churches, commercial structures or municipal edifices, this material has found favor in every part of the United States.

The Troost Avenue Methodist Church, Kansas City, Mo. The trim is Napoleon Gray on a field of native stone. Shepard & Wiser, Kansas City, Architects; Marble Contractor, Phenix Marble Co.

St. Joseph's Hospital, Kansas City, Mo. The base, entrance portico and trim is Napoleon Gray. Wight & Wight, Kansas City, Architects; Marble Contractor, Phenix Marble Co.

Detail of base and trim of Napoleon Gray marble, St. Joseph's Hospital, Kansas City.

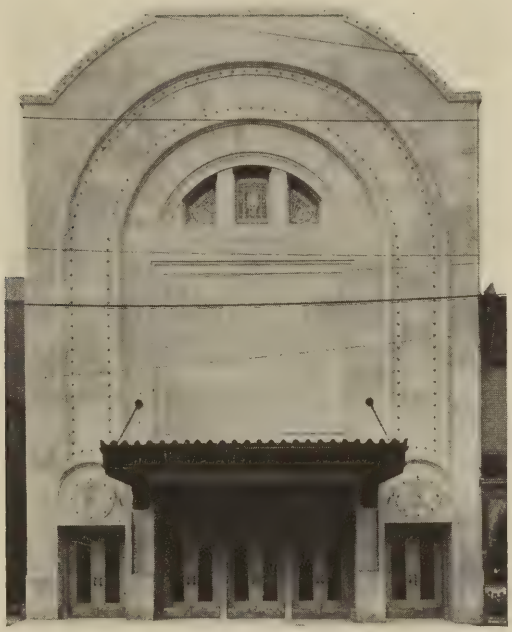
Residence of Mr. Walter S. Dickey, Kansas City, Mo. Executed in Napoleon Gray marble. Roger Gilman, Kansas City, Architect; Marble Contractor, Phenix Marble Co.

Detail of side porch and lower floor of the Dickey residence in Kansas City.

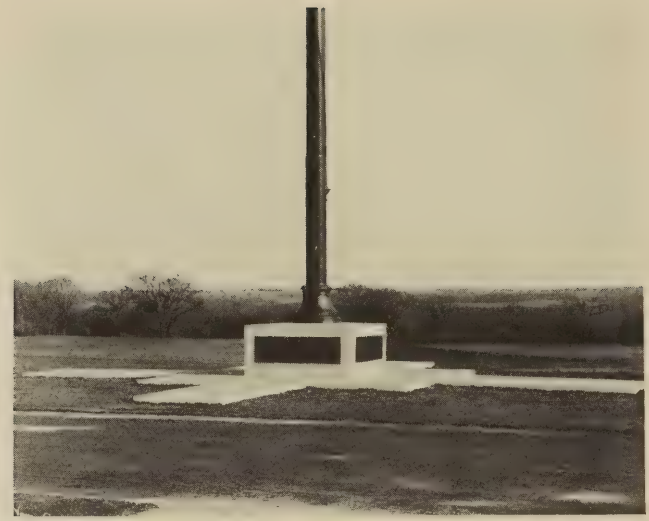
Library Building at Nevada, Mo., with a trim of Napoleon Gray. A. T. Simmons, of Bloomington, Ill., Architect; Marble Contractor, Phenix Marble Co.

The National State Bank, of Elizabeth, N.J., with a front of Napoleon Gray marble Dennison & Hirons, New York, Architects; Marble Contractor, Geo. Brown & Co., Newark, N.J.

Greene County Courthouse, at Springfield, Mo., built of Napoleon Gray marble. Reed & Heckenlively, Springfield, Architects; Marble Contractor, Frank C. Hunt, Springfield.



The front of the Regent Theater, Kansas City, Mo., built of Napoleon Gray marble. H. A. Drake, Kansas City, Architect; Marble Contractor, A. Sutermeister Stone Co., Kansas City.



Flagpole base in Swope Park presented to Kansas City by Mr. Jacob L. Loose. William Higginson, New York, Architect. Base is a single piece of Napoleon Gray marble 9 feet 2 inches by 9 feet 2 inches by 5 feet; the walkways are slabs 15 feet by 6 feet, and 8 inches thick.

The Linwood Boulevard Christian Church at Kansas City, Mo., built with a trim of Napoleon Gray marble. Shepard, Farrar & Wiser, Kansas City, Mo., Architects; Marble Contractor, Phenix Marble Co.

Second Church of Christ, Scientist, at Kansas City, Mo. Executed in Napoleon Gray marble. F. R. Comstock, Albany, N.Y., Architect; Marble Contractor, Phenix Marble Co.

Fire House at Kansas City, Mo. The exterior is Napoleon Gray marble. Albert Turney, of Kansas City, Architect; Marble Contractor, Phenix Marble Co.

Mr. Bernard Corrigan's residence at Kansas City, Mo., erected of Napoleon Gray marble. Louis Curtiss, Kansas City, Architect; Marble Contractor, Phenix Marble Co.

Detail of Mr. Corrigan's residence in Kansas City.

Mr. C. R. Hunt's residence at Kansas City, Mo., was built of Napoleon Gray marble. John W. McKecknie, Kansas City, Architect; Marble Contractor, Phenix Marble Co.

The residence of Mr. James Halpin at Kansas City, Mo., has an exterior of Napoleon Gray marble. McKecknie & Trask, Kansas City, Architects; Marble Contractor, Phenix Marble Co.

The outdoor dance floor of Napoleon Gray marble owned by the Edgewater Beach Hotel, of Chicago. The hotel is the year-round home of a number of the well-to-do people of Chicago, and the dance floor was erected for their convenience directly on the beach. As it would be open to summer suns and winter snows, it was necessary to use some material that would withstand the elements and maintain its smooth surface. The floor is 40 by 140 feet, the tiles of Napoleon Gray being 8 inches wide by 16 inches long. Marshall & Fox, Chicago, Architects; Marble Contractor, Naughton Marble Co., Chicago.

The Mausoleum at Macon, Mo., has an exterior of Napoleon Gray marble. Ludwig Abt, Moberly, Mo., Architect; Marble Contractors, A. Sutermeister Stone Co., Kansas City, Mo.

Detail of entrance portico of the residence of Mr. Walter S. Dickey, Kansas City, Mo.

THE illustrations on the fifteen pages that follow show the application of Napoleon Gray marble to

INTERIORS

and indicate its adaptability for floors, base courses, wainscoting, shower baths, toilets, lavatories, mouldings, counters, mantels, etc., etc.

Interior of the Missouri State Capitol at Jefferson City, Mo. Executed in Napoleon Gray marble. Tracy & Swartwout, New York, Architects; Marble Contractor, Andres Stone & Marble Co., Milwaukee.

Corner of the rotunda of the Missouri State Capitol. Walls and bridge are Napoleon Gray marble. Tracy & Swartwout, New York, Architects; Marble Contractor, Andres Stone & Marble Co., Milwaukee.

The Napoleon Gray marble columns at the entrance of the main rotunda of the Missouri State Capitol at Jefferson City, Mo. The walls are of the same material.

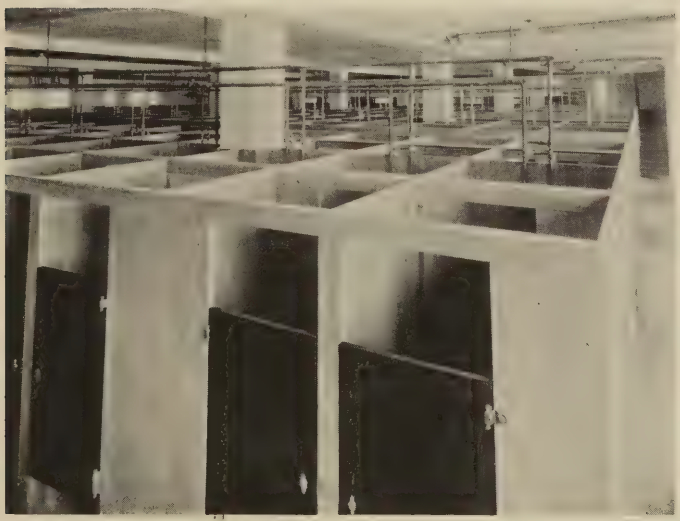
A Napoleon Gray treatment in the Mechanics Institute at Montreal, Canada. Hutchinson, Wood & Miller, Montreal, Architects; Marble Contractors, Smith Marble Co., and Construction Co., Ltd., Montreal.

St. Philomena R.C. Church, Lansdowne, Pa., has a wainscot of Napoleon Gray marble. Geo. I. Lovett, Philadelphia, Architect; Marble Contractor, John Hegarty, Philadelphia.

Standard Oil Building, Baltimore, Md., showing the washrooms of Napoleon Gray marble. Clyde N. Friz, Baltimore, Architect; Marble Contractor, Hilgartner Marble Co., Baltimore.

The Post Office and public space in the Union Station, Toronto. All standing marble is Napoleon Gray. Ross & MacDonald, Montreal, Architects, and Jno. M. Lyle, Toronto, and Hugh G. Jones, Montreal, Associates; Marble Contractor, Geo. Oakley & Son, Ltd., Toronto.

A view showing one of the uses of Napoleon Gray marble, in the St. Paul, Minnesota, schools. F. X. Tewes, St. Paul, Architect; Marble Contractor, Northwestern Marble & Tile Co., of Minneapolis



A typical high-school shower bath installation of Napoleon Gray marble in the Technical High School, Omaha. Fred. W. & Edwin B. Clarke, Omaha, Architects; Marble Contractor, Sunderland Bros. Co., Omaha.

The elevator lobby of the Dodge Building, New York, has walls of Napoleon Gray marble. Shape, Bready & Peterkin, of New York, Architects; Marble Contractor, Ital-American Marble Co., Inc., Brooklyn, N.Y.

The main floor of the American Telephone and Telegraph Building, New York, is of Napoleon Gray marble. W. W. Bosworth, New York, Architect; Marble Contractor, Batterson & Eisele.

The floor of the Pathfinder Hotel at Fremont, Neb., is of Napoleon Gray marble. A. H. Dyer, Fremont, Architect; Marble Contractor, Sunderland Bros. Co., Omaha.

Napoleon Gray marble was used throughout in the Post Office at Orange, N.J. York & Sawyer, New York, Architects; Marble Contractor, Geo. Brown & Co., Newark, N.J.

The walls of the girls' shower room in the McKinley Park Bath, South Park, Chicago, are of Napoleon Gray marble. J. F. Foster, of Chicago, Architect; Marble Contractor, Flavin Marble Mill, Chicago.

The lobby floor of the Capitol Building in Chicago is of Napoleon Gray marble. W. W. Ahlschlager, Chicago, Architect; Marble Contractor, Flavin Marble Mill, Chicago.

Napoleon Gray floor in the El Buedor Apartments, at Omaha, Neb. James T. Allen, Omaha, Architect; Marble Contractor, Sunderland Bros. Co., Omaha.

The floors, side walls, wainscoting and treads in the Standard Arcade Building, New York, are all Napoleon Gray marble. Starrett & Van Vleck, New York, Architects; Marble Contractor, Shipway Marble Co., Bronx, N.Y.

St. Matthew's R.C. Church at Conshohocken, Pa. The wainscot is Napoleon Gray marble. Geo. I. Lovett, of Philadelphia, Architect; Marble Contractor, John Hegarty, Philadelphia.

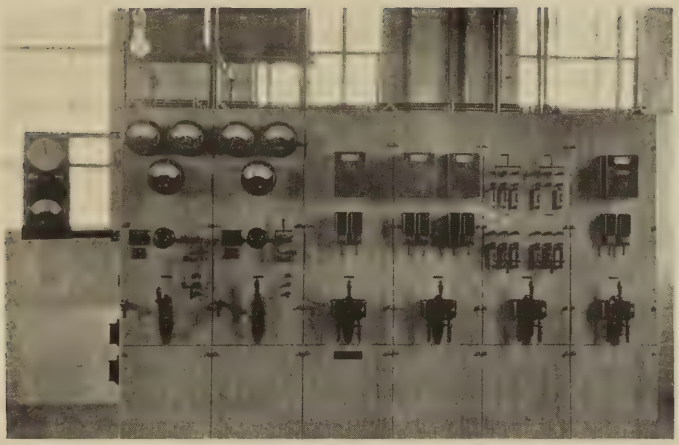
The Masonic Temple at Omaha, Neb., has Napoleon Gray marble in the floor, stairs and walls. Geo. B. Prinz, Omaha, Architect; Marble Contractor, Sunderland Bros. Co., Omaha.

In the Brooklyn, N.Y., Union Gas Co., Napoleon Gray was used for walls, pilasters, counters, check desks and benches. Frank Freeman, New York, Architect; Marble Contractor, Barterson & Eisele.

The interior of the St. Thomas Aquimas Church, Chicago, is of Napoleon Gray marble. K. M. Vitzthum Co., Chicago, Architects; Marble Contractor, Enterprise Marble Co., Chicago.

Napoleon Gray marble in the walls of the Union Station, Toronto, Canada. Ross & MacDonald, Montreal, Architects, and John M. Lyle, Toronto, and Hugh G. Jones, Montreal, Associates; Marble Contractor, Geo. Oakley & Son, Ltd., Toronto.

Stairway of Napoleon Gray marble in the residence of Mr. Bernard Corrigan, Kansas City, Mo. Louis Curtiss, Kansas City, Architect; Marble Contractor, Phenix Marble Co.

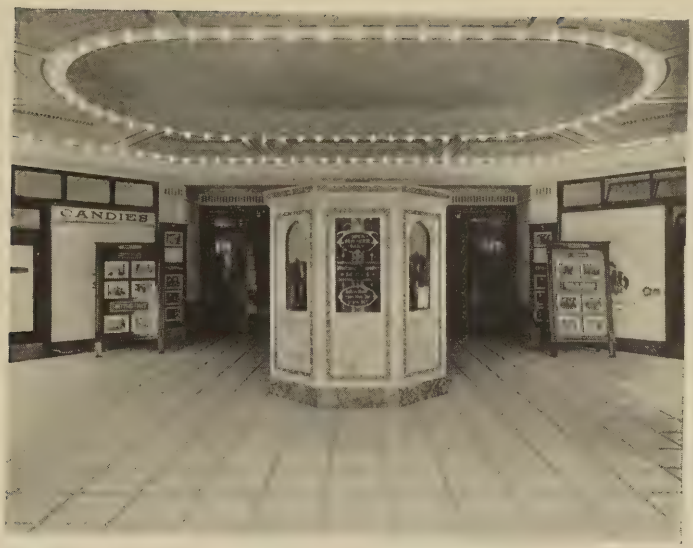


Switchboard at Power Plant of Phenix Marble Company. For electric switchboards, Napoleon Gray marble is superior to many materials frequently used.

The stairway in Loew's Theater, St. Louis, has treads and risers of Napoleon Gray marble. Thomas W. Lamb, New York, Architect; Marble Contractor, Pickel Marble & Granite Co., St. Louis.

Main entrance, Roosevelt High School, St. Louis. All of the 30,000 square feet of marble used in this building was Napoleon Gray. R. N. Milligan, Commissioner of Schools, St. Louis, Architect; Marble Contractor, Union Marble & Tile Co., St. Louis.

Napoleon Gray marble showers in the Westmoreland Country Club, Evanston, Ill. R. S. DeGolyer, Chicago, Architect; Marble Contractor, Flavin Marble Mill, Chicago.



The lobby of the Rialto Theater, Omaha, Neb., was executed largely in Napoleon Gray marble. John Latenser & Sons, Omaha, Architects; Marble Contractor, Sunderland Bros. Co., Omaha.

The floors of the corridors in the big new Citizens National Bank Building, Baltimore, are of Napoleon Gray marble. Graham, Anderson, Probst & White, Chicago, Architects; Marble Contractor, Hilgartner Marble Co., Baltimore.

THE following seven pages illustrate the use of Napoleon Gray marble for

BANK INTERIORS

showing its all-round usefulness in this type of structure, not only for floors and wainscoting, but for counters, stairs, benches, columns, etc., etc.

One of the big columns of Napoleon Gray marble in the Bank of America, N.Y. Trowbridge & Livingston, New York, Architects; Marble Contractor, McGratty & Sons, Brooklyn.

First National Bank, South Amboy, N.J. Counter screen and wainscot in Napoleon Gray. Holmes and Winslow, New York, Architects; Marble Contractor, Chas. M. Gray Marble and Slate Co., Long Island City.

The walls, floors, counters and benches in the Homestead Bank, Brooklyn, N.Y., are of Napoleon Gray marble. Holmes & Winslow, New York, Architects; Marble Contractor, Chas. M. Gray Marble & Slate Co., Long Island City.

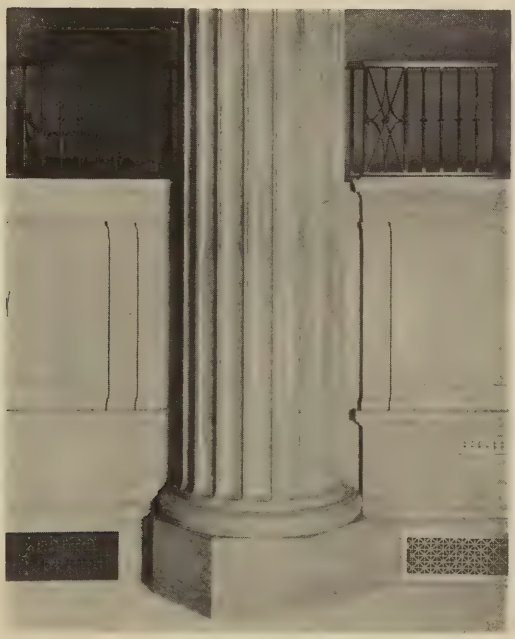
In the main banking room of the Pennsylvania Co., in the Packard Building, Philadelphia, the floor is Napoleon Gray marble. Ritter & Shay, Philadelphia, Architects; Marble Contractor, Brooklyn Marble Co., Brooklyn.

Napoleon Gray marble was used throughout in the Coshocton National Bank, Coshocton, Pa. Designed and executed by the Taylor-Palmer Co., Milwaukee.

The Equitable Trust Co., of New York. Floors in Napoleon Gray. York and Sawyer, New York, Architects; Marble Contractor, William Bradley and Son.

The Tenth National Bank of Philadelphia. The floors and counters are of Napoleon Gray. Paul A. Davis, 3d., Philadelphia, Architect; Marble Contractor, Wm. A. Wafer, Philadelphia.

The interior of the National State Bank of Elizabeth, N.J., contains floor and counters of Napoleon Gray marble. Dennison & Hirons, New York, Architects; Marble Contractor, Geo. Brown & Co., Newark.



Detail of wall, column and base of the interior of the Bank of America, New York. Trowbridge & Livingston, New York, Architects; Marble Contractor, McGratty & Sons, Brooklyn.

Elevator lobby of the National Bank of Commerce Building, Tulsa, Okla. The walls and stairway are of Napoleon Gray marble. Wight & Wight, Kansas City, Architects; Marble Contractor, Kansas City Marble & Tile Co.

The stair treads and floors of the Safe Deposit Department of the Pennsylvania Company, in the Packard Building, Philadelphia, are Napoleon Gray marble. Ritter & Shay, Philadelphia, Architects; Marble Contractor, Brooklyn Marble Co.

Walls, counters and floors of the Bank of Coney Island, Coney Island, N.Y., are of Napoleon Gray marble. Holmes & Winslow, New York, Architects; Marble Contractors, Eastern New York Marble Co., Brooklyn.

Banking room in C. B. Richard's Bank at 29 Broadway, New York. Napoleon Gray marble is used for the bank screen. Herbert P. Mainzer, New York, Architect; Marble Contractor, Friedman Marble Company, Long Island City.

THE five pages next following depict the adaptation of Napoleon Gray marble for the most intricate

CARVINGS

and tracery, both exterior and interior.

Memorial statue to John Hay, in Cleveland, Ohio, sculptured out of Napoleon Gray marble by F. C. Frazer. Executed by Merli and Nicolai, of New York.

View in the main rotunda of the Missouri State Capitol at Jefferson City. Napoleon Gray marble was used for the walls, columns and floors. Detail of panel over doorway is shown below.

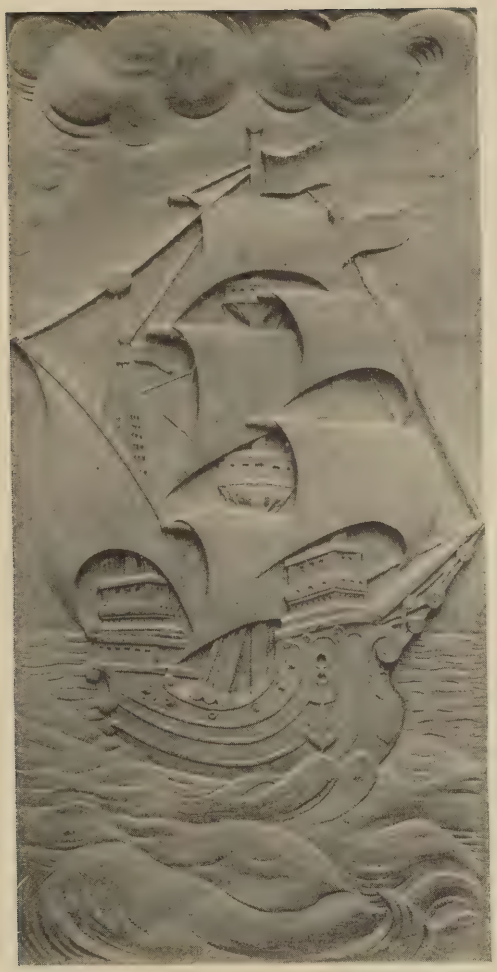
Detail of the carved panel in the wall of the Missouri State Capitol. Tracy & Swartwout, New York, Architects; Marble Contractor, Andres Stone & Marble Co., Milwaukee.

Detail of carving on the entrance doorway of the National State Bank of Elizabeth, N.J. The material is Napoleon Gray marble. Dennison & Hirons, New York, Architects; Marble Contractor, Geo. Brown & Co., Newark.

Pierced marble grill in the Bowery Savings Bank, New York. York and Sawyer, New York, Architects; Marble Contractor, William Bradley and Son, New York.

Doorway of Napoleon Gray marble in the Brooklyn Trust Co., Brooklyn, N.Y. York & Sawyer, New York, Architects; Marble Contractor, McLaren & Sons, Brooklyn.

Doorway, in Napoleon Gray marble, of the A. Sulka & Co. Building, New York. Rouse & Goldstone, New York, Architects; Marble Contractor, Wm. Bradley & Sons, Long Island City.



Exterior panels of Napoleon Gray marble, Seaman's Bank for Savings, New York City. Benjamin W. Morris, New York, Architect; carving by Wm. Bradley & Sons, Long Island City.

The Growth *of* Napoleon Gray

Organized in 1890

THE Phenix Marble Company, producers of Napoleon Gray marble, was organized in 1890, under the name of the Phenix Stone and Lime Company. For several years prior to the organization, the quarries at Phenix had been operated for the twofold purpose of manufacturing a high-grade white lime and for the production of dimension stone for exterior use. It developed later that the material being sold as Phenix Stone was, in reality, a high-grade marble, as shown by technical and chemical analyses. The name of the Company was therefore changed from the Phenix Stone and Lime Company to the Phenix Marble Company, under which name it has since been operating.

The name "Napoleon Gray Marble," which has been copyrighted, was given to the material because of its close similarity to the Napoleon Gray marble quarried in France.

Output Increases

The reception of Napoleon Gray marble by the architects and fabricators was most encouraging and the output showed from year to year a healthy increase up to the time the United States entered the World War, at which time the difficulty in securing foreign marbles compelled the American manufacturers to look to American producers; and Napoleon Gray marble, with its beauty and adaptability, was immediately recognized.

New Equipment

The demand for the marble increased in volume so rapidly that development and equipment required the expenditure of large sums of money to keep pace with the demand and to supply the trade. The equip-

ment today is second to none in the United States—if, indeed, it is exceeded anywhere—and it can be truthfully said that no quarry organization has been more energetic and successful than the Phenix Marble Company in anticipating and preparing for the needs of its customers.

Many Employees

With the Phenix Marble Company are associated a large number of technically trained men, experienced in the quarrying of marble, and they have developed in the foothills of the Ozarks an industry which employs 125 operatives, who, with their families, are the sole inhabitants of Phenix, Greene County, Missouri—a town with a population of 450 people. The energy and finances of the Phenix Marble Company have not alone been utilized in plant development and equipment work; the welfare of the employees has been looked after as well with a view to maintaining an organization of satisfied workers, thereby assuring better and more continuous production.

Selling Policy

The Phenix Marble Company pursues the policy of producing Napoleon Gray marble in blocks, sawn slabs and floor tile only, for sale to the manufacturers, and does not compete against those who are buying and using the material. No manufacturing, other than making floor tile, is done at the quarry. Every small or large shop can figure on Napoleon Gray with the assurance of a just and fair competition.

Only One Distributor

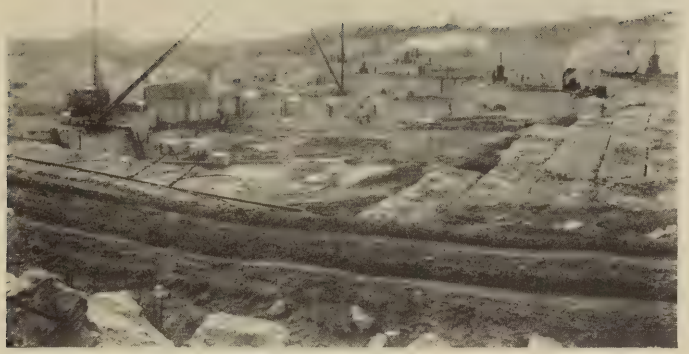
Fourteen years ago the Phenix Marble Company made a contractural connection with the Tompkins-Kiel Marble Company, of New York City, for the sale of its Napoleon Gray marble, believing this to be, from an economic standpoint, the best way to get results. The rapid increase in the volume of business has attested the fact that this confidence was rightly placed.

Purpose of this Book

The Phenix Marble Company and the Tompkins-Kiel Marble Company present in the foregoing pages a series of pictures, with notations, indicating the adaptability and uses of Napoleon Gray wherever a high-grade marble is required. It is impossible in the scope of this book to present photographs of all the work accomplished, and the selections are made to show representative jobs under the different classes indicated.

An Invitation

The Phenix Marble Company invites those interested to visit its properties at Phenix, Missouri. You will be cordially welcomed, in the hope that such visits will enable the Company to understand better the requirements of the trade, and that the trade will be enabled to understand better the large operations involved.



The Phenix Quarry, showing channeling machines at work cutting out the blocks, and one of the derricks hoisting out a large block preparatory to loading it on a flat car.

Blocks of Napoleon Gray marble cut out of the quarry and to be shipped to the manufacturer.

Power plant of the Phenix Marble Co.

Rear elevation of the Phenix Mill.

Tile plant, Phenix Marble Co.

Front elevation of the Phenix Mill.

A group of gang saws, Phenix Marble Co.

Block storage yard, showing method of loading blocks.

A Decade *of* Success

The Founding

IN the panic of 1907, T. D. Tompkins, son of Mr. E. B. Tompkins, New York City, President of R. C. Fisher & Company, and August Kiel, one of the foremost salesmen in the marble industry, founded Tompkins-Kiel Marble Company.

With general business at a standstill, with bankruptcy stalking everywhere, a more unpropitious time could hardly have been found for a young firm, without a yard and without stock, to start in business.

However, from the very beginning the Tompkins-Kiel Marble Company prospered because, first, they established broad policies, and second, because they knew the marble business from every angle. They had learned it in the hard school of experience.

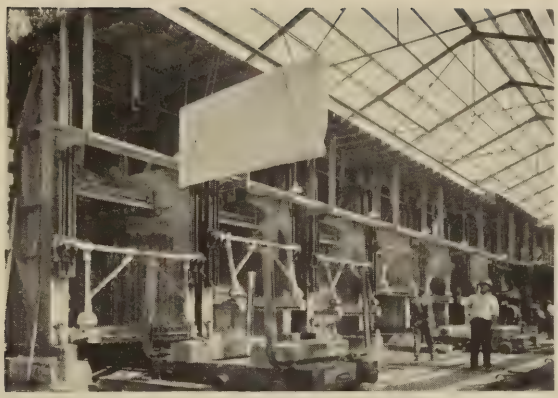
Sales Policy

One of the sales policies of this Company is to dispose of the quarry output to independent manufacturers, who own and operate finishing plants. In no way do they compete with them. How successful is this policy is best evidenced by the unprecedented sales of the Company. The sale of Napoleon Gray marble is a striking example. From a small concern, the sales impetus of the Tompkins-Kiel Marble Company has enabled the Phenix Marble Company to become one of the largest producers of marble in the country.

Exclusive Distributors

The Phenix Marble Company has for years followed the policy of quarrying, sawing stone and marble, and finishing floor tile for the trade only. The Tompkins-Kiel Marble Company has been for fifteen years the exclusive distributors of Napoleon Gray marble in the territory lying east of the Mississippi River, for Canada and for the Pacific Coast.

A group of the gang saws in the Tompkins-Kiel Marble Co. mills.



General view of the Tompkins-Kiel Marble Co. plant, New York City.

Block yard, Tompkins-Kiel Marble Co.

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